

THE RHODE ISLAND CONVENTION CENTER AUTHORITY 378th MEETING OF THE BOARD OF COMMISSIONERS November 21, 2013
A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on November 21, 2013, pursuant to notice, at the Veterans Memorial Auditorium, One Avenue of the Arts, Providence, Rhode Island.

Board members present were George Nee, Patrick Butler, Joseph DeLorenzo, Jeffrey Hirsh, Stan Israel, Paul MacDonald, Letitia Carter and Tony Mendez.

Mr. Bennett, Ms. Venturini and Mr. Gunn were unable to attend.

Also present were James P. McCarvill, Executive Director, Kim Keough and Betty Sullivan, Rhode Island Convention Center Authority; Tim Muldoon, John McGinn, Kathy Masino and Nancy Beauchamp, Convention Center; Larry Lepore, Cheryl Cohen, John Ciolfi, Beth Johnson and Robert Cappalli, Dunkin' Donuts Center; Dan Schwartz, The VETS; Erin Degulis, John Gibbons, Drew McCauley and Martha Sheridan, PWCVB; Bruce Leach, Legal Counsel; Joseph Solomon, House Policy office and Eileen Smith, Recording Secretary.

In the absence of Mr. Bennett, Mr. Nee was asked to chair the meeting. Mr. Nee called the meeting to order at 12:11 PM and asked for a motion to approve the minutes of the October Board Meeting.

Upon a motion duly made by Mr. DeLorenzo and seconded by Mr. Israel it was unanimously

VOTED: to approve the minutes of the October Board meeting.

Mr. Nee asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that for the month of October the Convention Center's net income variance was \$88,120 to budget and \$213,853 to the prior year. Year to date net income for the Convention Center was \$86,107 to budget and \$251,935 to the prior year. Mr. McCarvill stated that several new events occurred at the Convention Center in October and therefore strong food and beverage contributed to the favorable variance. Mr. McCarvill reported that the VETS net income for the month of October was (\$49,381) to budget and (\$40,831) to the prior year. Year to date net income was (\$38,048) to budget and (\$103,864) to the prior year. Mr. McCarvill reported that the VETS accounting has changed and they are now showing indirect expenses on their books which lead to the negative variance. Mr. McCarvill explained that the Authority transferred some expenses to the VETS. Mr. McCarvill reported that for the month of October the Dunkin' Donuts Center's net income variance was \$121,135 to budget and \$16,225 to the prior year. Mr. McCarvill noted that year to date net income for the Dunkin' Donuts Center was \$126,917 to budget and (\$93,740) to the prior year. Mr. McCarvill noted that the Dunk had a very nice mix of events during the month of October. The Convention Center Authority's net income variance for the month of October was \$32,580

to budget and (\$19,511) to the prior year. Year to date net income for the Authority was \$67,772 to budget and \$66,131 to the prior year. Mr. McCarvill stated that consolidated net income variance for the month of October was \$31,261 to budget and \$169,736 to the prior year. Year to date consolidated net income was \$242,752 to budget and \$120,389 to the prior year. Upon a motion duly made by Mr. Butler and seconded by Mr. Israel it was unanimously

VOTED: to accept the financial report as presented.

MARKETING

Ms. Keough reported that no official Marketing Committee was held in October but the internal committee had gotten together to discuss marketing and public relations activity. Ms. Keough reported that the contract for our new website is nearing completion. She noted that PSE is collaborating with us and will be a participant in the site. She said that this will make for a more inclusive site and easier for the patron to access everything that is happening at the buildings. Ms. Keough announced that Feed 1000 would take place on December 14th. Ms. Keough noted that she has been working on media coverage for the event. Ms. Keough also announced that the World Series Trophy would be on site and the media is being contacted. Ms. Keough noted that the new outdoor banners will be installed the first week of December. She also noted that decals with the Convention Center logo have been added to the doors of the building

and new rugs with our logo are due in December. Ms. Keough reported that the video tour of the VETS is complete.

Ms. Sheridan was asked to address the Board. Ms. Sheridan reported that we continue ahead of pace that indicates that meeting planners remain confident in our destination. Ms. Sheridan noted that occupancy was down slightly from September although average daily rate was up. Ms. Sheridan noted that in September there were several large groups in our City. Mr. Sheridan was pleased to report that October was the third straight month that Providence hotels enjoyed 80% occupancy. Mr. Nee asked if there was a national average. Ms. Sheridan said that it is difficult to compare destinations but that we are usually above the average. Discussion ensued regarding the National Council on Education for the Ceramic Arts, a lead that came through a conversation that Mr. Hirsh had with an acquaintance. Ms. Sheridan said that a Gold Star goes out to Mr. Hirsh for suggesting Providence as the site for this large convention. Mr. MacDonald asked about a tentative booking for the complex. Noting that the United Transportation Union was listed on Ms. Sheridan handout and he asked what it was. Mr. Nee said that they are a railroad group.

Ms. Sheridan presented Mr. Muldoon with a framed picture of Waterfire that had been signed by her staff. Ms. Sheridan said that she has been blessed with the opportunity to work with Mr. Muldoon and that he will be missed. The PWCVB and the Board of Commissioners wished much success to Mr. Muldoon in his new

position in Pittsburgh.

Mr. Lepore was pleased to report that the Dunk financial statements reflect that the facility is ahead of budget. He said that this should be one of our better years. Mr. Lepore reported that the Celtics pre-season game did better than expected and are considering returning for another game next season. Mr. Lepore noted that Providence continues to be a good place for WWE and talks continue to find a date for a wrestling event. Mr. Lepore said that "Life in Color" produced very good revenue. He said that the promoter pays all expenses. Mr. Lepore noted that there were no arrests at this show and fewer rescue runs. Mr. Lepore stated that being prepared is the key to keeping this event under control. Mr. Lepore commented on the FOX helicopter shots that were taken from Fenway Park down Route 95 to Providence. He said that the shots of the City were great and we could not have asked for any better views of the Dunk. Mr. Lepore reported that Coach Cooley is a big fan of the facility and is doing his best to put fans in the seats. Mr. Lepore said that PC were pleased with the new floor and lighting. Mr. Lepore stated that a reverse stage was used for the Elton John concert which opened more seats. The show was almost a sell out and the staff did a great job. Mr. Lepore reported that he continues to chase whatever show or event is available. He noted that Andrea Boccelli is being pursued and his guarantee is more reasonable. Cirque de Soleil is looking at performances over the 4th of July. Mr. Lepore announced that on December 31st the PC vs Seton Hall game will be back to the way Big East Basketball was in the past.

Mr. Lepore stated that LED lighting is being installed in the entire building. He noted that national Grid is considering using the Dunk in their advertisements.

Mr. Nee invited Mr. Muldoon to present his final report as General Manager of the Convention Center. Mr. Muldoon reported that October was a great month at the Convention Center. He said that although there were several smaller events they did very well. Mr. Muldoon thanked Mr. Gunn for his assistance with the lottery meeting. Mr. Muldoon noted that good floor revenue was realized during the month. Mr. Muldoon said that overall the numbers are up and tracking well for the remainder of the year. Mr. Butler asked what is happening with the switch gear. Mr. Muldoon reported that national Grid will be replacing the equipment. Mr. Muldoon concluded his report. Mr. Nee stated that the Board is pleased for Tim but they will be sorry to see him leave.

Ms. Carter reported that the VMAF had received a grant from the Champlin Foundation that will be used to purchase a projector for the theater. Mr. Schwartz said that this is exciting news for the theater and will allow for the presentation of premiers. He also said that in the past whenever a projector was needed it had to be rented.

Mr. Schwartz noted that October was a slower month at the facility but the down time was used for staff training. Mr. Schwartz said that

the staff received CPR certifications and training in guest service areas.

Mr. Schwartz reported that Disney Live will be performing here this month and it will be the biggest show that the theater has seen in years. Mr. Schwartz stated that other events that have been scheduled are the 10 Tenors, Brit Floyd and a Children's Theater.

Mr. Schwartz reported that Phase III of the renovations has begun. He noted that today's meeting space has been utilized for several events.

Mr. Butler asked if any more thought has been given to a connection to the Mall. Ms. Sullivan stated that we are not favorite neighbors to the Mall at this time because of the disruption caused by Phase II of the renovations. Mr. Schwartz noted that we do not have the funding at this time for a connection. Mr. Butler asked if the addition will be helpful. Ms. Sheridan said that she has been thinking of many uses for the space. Mr. Schwartz suggested fashion shows. Mr. MacDonald brought attention to the chandeliers. Mr. Schwartz thanked Michael Abbot for finding the unique lighting fixtures.

Mr. McCarvill noted that significant changes are occurring at the Complex. He stated that a workshop is being planned with the Chairman to address these changes and keep the Board informed. He also said that we want to have the input of the Board. He said that perhaps we will discuss committee structures, meeting schedules and any other ideas that can improve participation and

communication. Mr. Nee stated that we have a contract with SMG but we are in charge. Mr. McCarvill said that SMG would be asked to present their vision. Mr. McCarvill stated that he would like the sense of the Board on the direction that we should be taking. A tentative date of December 13th was set for the workshop.

Mr. Nee asked if there was any other business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Butler and seconded by Mr. Mendez it was unanimously

VOTED: to adjourn at 1:10 PM